

# Real Estate Education Newsletter

August 2003

for Instructors and School Administrators

## Sales Prelicense Curriculum Update

It's almost here!

The final revised prelicense outline is almost complete and we will be sending it to all certified prelicense instructors by the end of summer. We are hoping to have the new format implemented by all who use the standard outline by fall 2003.

## 2004 Train the Trainer/Continuing Education Program...

...is in development stages. If you haven't already done so, please let us know what your instructional needs are so that we can address that in future Train the Trainer courses.

## Required Information on Course Certificates

Just a reminder that licensees are required to list CE information on their renewal forms. Please make sure your course certificates or letters include at least the following information:

- Course title
- Method (challenge exam, live presentation, distance learning)
- Course approval number
- Sponsoring school/provider
- Number of classroom hours or equivalent in distance learning
- Course dates
- Licensee's name
- Course provider's signature

## Education Council Goals for 2004

The Council has set the following goals for 2004:

1. **Develop 2004 Continuing Education Core Course.**
  - a. Members will review a list of hot topics, case law, and legislative issues in the July and October meetings
  - b. Each member will talk with licensees in their district about hot topics that need to be addressed, and will propose those topics during the July and October meetings
  - c. Members will establish a budget for the pilot program
2. **Review the Train the Trainer Workshop program and its overall purpose on an annual basis.**
  - a. Members will review the feedback from this year's

workshop format and its impact on attendees

- b. Members will consider an advanced program on technology use and distance learning for instructors
3. **Improve communication on education issues with certified instructors, providers and licensees.**
  - a. Council Chair will submit a regular article to *The Real Estate* outlining education changes and important issues
  - b. Each member will visit, at least annually, with certified real estate school administrators in their districts to promote the real estate education program
  - c. Each member will audit at least one course between Education Council meetings to review instruction and curriculum standards in the field
  - d. Staff will gather current instructor biographies to place on the Commission's website by including this element on the instructor application and renewal forms
  - e. Members will attend local board or MLS meetings to educate licensees on CE changes and other education issues that the Council is currently working on and solicit hot topics for the CE Core Program
4. **Offer and maintain courses as needs arise.**
  - a. Members will add a multiple choice exam to the BCOO Correspondence course
  - b. Members will review all course outlines and course exams and update as needed
  - c. Members will restructure salesperson prelicense courses by combining Essentials and Practices into one 90-hour program
  - d. Members will review the broker education program for practicality, effectiveness, and participation
  - e. Members will develop a recommendation for the Commission to educate licensees on proposed legislation regarding "designated or appointed agency"
5. **Continually update the Commission Library by reviewing items for current information and identify areas that need more current materials. Members will look for ways to provide more library information via technology as an e-library concept.**
6. **Work in coalition with the Idaho Association of REALTORS and other local boards, associations and housing groups.**
  - a. Staff will invite industry instructors to each Train the Trainer workshop
  - b. Members will act as a resource for educational materials and instruction for those groups.

## Council Member News

Mr. **Ron Clawson** has been appointed to the Education Council as the Commission Representative until July 2004.

Mr. **Maris Cukurs**, Idaho Falls, has accepted the North District Education Council position for July 2003-July 2007. Maris replaced Gene Galloway who served on the Council since July 1995.

Both men will be great additions to the Education Council and we are excited about having them on Idaho's education team.

## Continuing Education Policy

The attached policy addresses an unintended inconsistency in the application of certain provisions governing the enhanced continuing education requirements for inactive licensees seeking to change to active license status. The inconsistencies are found at Section 54-2023 (2), Idaho Code.

## Presenters University

This website can be a very helpful link for instructors. It is specifically designed as a resource for free files, trials, and the latest information on designing and putting wow in all your presentations. Check out their website at:

<http://www.presentersuniversity.com/index.cfm>

## 2003-2004 Calendar

### Commission Meetings

August 21, 2003	February 19, 2004
September 19, 2003	March 18, 2004
October 16, 2003	April 15, 2004
November 20, 2003	May 20, 2004
December 17-18, 2003	June 17, 2004
January 15, 2004	July 14-15, 2004

### Education Council Meetings

October 15, 2003	March 17, 2004
December 17, 2003	July 16, 2004
February 18, 2004	

### Holidays—Commission office closed

September 1, 2003—Labor Day  
 October 13, 2003—Columbus Day  
 November 11, 2003—Veteran's Day  
 November 27, 2003—Thanksgiving  
 December 25, 2003—Christmas  
 January 1, 2004—New Years  
 January 19, 2004—Human Rights Day  
 February 16, 2004—President's Day  
 May 31, 2004—Memorial Day  
 July 4, 2004—Independence Day

### Other Important Dates

August 17-18, 2003—NAR Leadership Summit  
 September 17-21, 2003—MAR/IAR Convention  
 October 25-28, 2003—ARELLO Annual Conference  
 November 7-10, 2003—NAR Conference & Expo.  
 April 22-23, 2004—ARELLO Mid Year Meeting  
 May 11-15, 2004—NAR Midyear Legislative Mtg.  
 May 18-19, 2004—CE Core taping/Train the Trainer  
 June 20-23, 2004—REEA Annual Conference

## Group E&O Insurance Renewals

### *It's that time of year again!*

Medmarc Insurance company will be sending renewal notices to licensees that are currently enrolled in the state E&O program on August 15, 2003. This renewal notice will be mailed by Medmarc Insurance.

Those licensee that are enrolled with the state E&O program must renew their E&O insurance NO LATER THAN October 1, 2003. The insurance company is requesting that premiums are received by September 1, 2003.

Idaho Code requires all active licensee have E&O insurance and if you practice without E&O insurance, you could be fined up to \$500.

## Electronic Course Lists

Good news! Course providers can now submit their course lists via e-mail. Attached is an Excel file that can be used in lieu of paper course lists. Course lists can be filled out and e-mailed to [mwallis@irec.state.id.us](mailto:mwallis@irec.state.id.us). Course lists must still be received by the Commission office no later than 5 business days after course completion.

## 3-Way Reconciliation Form Online

The Commission has developed an online 3-Way Reconciliation Report form. This form will assist in reconciling trust accounts and, best of all, it automatically calculates the numbers. This downloadable form may also be a useful training tool for the classroom!

Visit the "What's New" section of our website for more information.

## License Exam Statistics

July 2002 to June 2003 (same time previous year)

	# tested	% passing	score
<b>Sales</b>			
Idaho	1,579 (1,245)	66% (65%)	28.15 (29.33)
National	1,513 (1,195)	62% (60%)	61.54 (61.38)
<b>Broker</b>			
Idaho	187 (149)	40% (52%)	38.82 (39.71)
National	88 (92)	67% (54%)	61.22 (60.26)

*For first time candidates only*

### Idaho Real Estate Education Newsletter

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